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HHS Pulse

"Keep America Healthy... Invest in a Small Business"

Kathleen Sebelius,
Secretary

Bill Corr,
Deputy Secretary

Volume 6 Issue 19

Message from the Director

Debbie Ridgely
OSBP Director



As we enter the Holiday Season, I want to wish everyone a safe and Happy Holiday with your family and friends. This edition of the PULSE features numerous small business success stories at both the prime and subcontracting level. Healthcare Management Solutions and National Capitol Contracting are both 8(a) certified Small Disadvantaged businesses, supporting HHS at the prime level. ReliaSource and Eloihm Cleaning Contractors, both 8(a) firms are poised to subcontract with TREMCO, a HHS prime contractor. I am especially pleased to see that this "B-2-B" relationship was formed as a result of our VH8 Industry Day. Our Third Annual VH8 Industry Day held on November 10, 2009, is just a small taste of the success small businesses have found. There is a lot to be said for time and place.

We are almost into the second quarter of the Fiscal Year 2010 and HHS has many opportunities for all businesses. We strongly encourage you to visit our Procurement Forecast on our Home Page (<http://www.hhs.gov/osdbu>) and also keep close tabs on Federal Business Opportunities (<http://www.fedbizopps.gov>) for additional prospects. We are into our third year of training for Minority Institutions of Higher Education. The purpose of this effort is to team the small business community with the academic staff of the schools and teach them how to position themselves to respond to Federal contracts at HHS.

Finally, on March 18, 2010, the U.S. Women's Chamber of Commerce will spotlight HHS as their feature agency. This event has always been a great success and a key component of this achievement is the one-on-one meetings that are conducted in the afternoon with the vendors.

TREMCO Finds Two Qualified Subcontractors at VH8 Conference!

More than a hundred 8(a), HUBZone, Service-Disabled and Veteran-Owned Small Businesses attended the HHS VH8 Conference held at HHS Headquarters in Washington, DC, November 10, 2009. The conference was for small businesses to meet face to face with contracting officers, small business specialists, other HHS representatives and prime contractors. The purpose was to learn how to gain more business from HHS Operating divisions and prime contractors.



Eloihm Cleaning - from left to right: Sirena Moore, Theodore Moore, Sr. and Theodore, Jr.

One of the primes, TREMCO, found two qualified subcontractors: ReliaSource and Eloihm Cleaning Contractors, both 8(a) firms.

ReliaSource provides turnkey moving and relocation of everything in a building including sensitive equipment and reinstallation. According to Joe Zuramski, "The conference was informative. It also provided an opportunity to meet good companies to partner with."

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TREMCO - from left to right: Beverly Kuykendall, National Director of Small Business Strategic Alliance and Laura Ogles, Small Business Development Director

Web Sites to Bookmark

Federal Business Opportunities
<http://www.fedbizopps.gov>

General Services Administration
<http://www.gsa.gov>

SBA Government Contracting and
Business Development.
<http://www.sba.gov/gcbd/>

Small Business Administration
<http://www.sbaonline.sba.gov>

Central Contractor Registration
<http://www.ccr.gov>

Government Agency Links
<http://www.usa.gov/Agencies.shtml>

Excluded Parties List System
<http://epls.arnet.gov>

Women-Owned Businesses Links:

National Association of Women
Business Owners
<http://www.nawbo.org>

Small Business Administration:
Contract Assistance for Women
Business Owners
<http://www.sba.gov/GC/indexprograms-cawbo.html>

Women's Business Centers
<http://www.awbc.biz>

Women Impacting Public Policy
<http://www.wipp.org>

TREMCO Finds Two Qualified Subcontractors at VH8 Conference! *continued from page 1*



ReliaSource Staff

Eloihm Cleaning Contractors performs pre and post construction debris removal. TREMCO is planning to subcontract with Eloihm Cleaning Contractors within the next eight weeks. According to their National Director of Small Business Strategic Alliance Program, Beverly Kuykendall, the firm is a perfect complement for the firm's contracting goals. They bring a key element that allows TREMCO to bid on contracts they otherwise would not.

Sirena Moore, Eloihm Cleaning Contractors' President gives credit to her father, Theodore Moore, Sr., Vice President of the firm for their success. "We built our company from scratch, working for commercial

clients only. TREMCO represents an awesome opportunity to expand our capabilities and reputation in the government sector."

According to Beverly Kuykendall, "These two companies can enhance our company's overall's capabilities to obtain more contracts because TREMCO can bid beyond just construction contracts and become a comprehensive solution provider to its clients, and this can yield more sales."

Call Beverly Kuykendall at (310) 674.7452 if you would like to be considered as a sub-contractor. Visit <http://www.reliasource.net> and <http://www.elohimcleaningcontractors.com>



We Have a New Name!

The Office of Small and Disadvantaged
Business is now the Office of Small
Business Programs.

Healthcare Management Solutions Wins Millions in Contracts with HHS

Healthcare Management Solutions, LLC (HMS) has won millions of dollars in contracts with the Department of Health & Human Services (HHS) over the past four years. They range in size from small to large multimillion-dollar projects. HMS excels in a variety of areas. They have worked with the Office of General Counsel for Expert Witness for Centers for Medicare and Medicaid Services (CMS).

In 2007, HMS won the CMS Risk Adjustment Data Validation (RADV) award. RADV requires HMS to review medical records to determine whether the information in the records support the billing submitted to CMS for payment under the Medicare Advantage (MA) Program (Part C). Following its performance success, HMS won the 2008 Risk

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Healthcare Management Solutions Wins Millions in Contracts with HHS

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Adjustment Data Validation Intake Contract, which additionally requires intake and medical record reviews.



Their diversified HHS performance expertise included the initial certification surveys for Organ Transplant Programs initially awarded for 25 states. The total NUMBER of states jumped to 28. In addition, more services were included in the new award; these included recertification, follow up, validation, and complaint services.

The success of the company is due in part to its exemplary staff that provides the knowledge, skills and experience in health care delivery and administration needed to guide the growth of this highly experienced company.

According to principals Leah Heimbach and Patti Hodges, "We are deeply committed to assisting CMS and other federal agencies to improve health care delivery in every way possible."

HMS core values are: exceed customer expectations, face change with an open mind and deal with challenges in a positive manner. Additionally, act with integrity and honesty, lead by example and listen without interrupting. Finally, make reasonable decisions and then accept responsibility for their outcomes and recognize the contribution of others.

Working as a contractor to the federal government is challenging, even more so for a small business. HMS believes that failure is not an option.

Healthcare Management Solutions, LLC is an 8 (a) certified, small disadvantaged, woman-owned business, with offices in WV and MD. HMS personnel have broad-based experience in providing clinical, administrative, operations, education, and information technology (IT) solutions to a variety of health care related clients to the government and private sectors. Their clients include the U.S. Department of Health & Human Services (HHS), the Centers for Medicare and Medicaid Services (CMS) and the Food and Drug Administration (FDA). Visit <http://www.hcmsllc.com>



Submit your small business success story and you may be featured in an upcoming issue of HHS Pulse. Please email us at: sbmail@hhs.gov



Events Calendar

January 14-17, 2010

USABE 2010 Conference - U.S.

Association of Small Business

Entrepreneurship

Nashville, Tennessee

<http://www.usasbe.org/conference/2010>

February 10-13, 2010

5th Anniversary Black Enterprise

Women of Power Summit

La Quinta, California

<http://www.blackenterprise.com/wps>

February 21-24, 2010

24th Annual National Reservation

Economic Summit Conference &

American Indian Business Trade

Fair

Las Vegas, Nevada

<http://www.ncaied.org>

February 25, 2010

34th Annual Minority Business

Opportunity Day

Industry Hills, California

<http://www.scmdbdc.org>

March 15-19, 2010

National Women's Contractors

Week

Washington, DC

<http://www.uswcc.org/nwcw>

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NCC Increases Sales 1000% after its First Contract with HHS in 2005

In 2002, as a new company, National Capitol Contracting, LLC (NCC), found itself navigating the world of government contracting extremely complicated. Then in 2005, NCC entered the 8(a) program. As many small businesses, NCC was inexperienced on how to effectively market their



Media | Communications | Technology

services to the federal government. They approached the HHS Office of Small Business Programs (OSBP) for assistance on a specific requirement that year. Three months later, the HHS OSBP assisted NCC in working closely with the Contracting and Program Offices to facilitate a \$3.5 million IDIQ contract with HHS to provide multimedia, closed captioning, translation, and transcription services in a timely and efficient fashion.

Since this first government contract in 2005, NCC has increased its annual revenues by more than 1000%. NCC has won multiple HHS contracts for multimedia services, conference and events management, A/V integration services, and IT services. Throughout this explosive growth, the HHS OSBP provided support and mentoring. The past performance generated from the work done for HHS has enabled NCC to expand its business with other federal agencies, such as the Department of Defense and the Department of Housing and Urban Development.

Recently, Ms. Annette Owens-Scarboro, NIH Small Business Specialist facilitated an opportunity for NCC to obtain a contract for Conference and Events Planning Services for the Annual 8(a) Industry Day Conference to be held in Natcher Auditorium March 2010. With the fiscal year deadline looming, and a desire to meet 8(a) goals, Ms. Owens-Scarboro supported the contract approval and signature in less than 24 hours... a testament to the dedication of the HHS OSBP.

NCC looks forward to the 8(a) Industry Day Conference as an opportunity to help other 8(a) companies engage with HHS OSBP, better understand federal contracting, and guide others in achieving the same level of success they have attained. At NCC, they believe in the HHS OSBP motto, "Keep America Healthy...Invest in a Small Business".



National Capitol Contracting (NCC) Staff

NCC is a 100% minority-owned 8(a) Small Disadvantaged Business providing the Department of Health & Human Services with media, communications, and technology services. Visit <http://www.nccsite.com>.



Events Calendar

March 17-18, 2010

2010 Government Procurement Conference

Houston, Texas

<http://www.houstongpc.org>

March 24-25, 2010

2010 Salute & Summit to Women's Business Enterprises

National Harbor, Maryland

<http://www.wbenc.org>



You can sell to HHS as a Prime and as a subcontractor.

We suggest you attend as many conferences as you can, and network among other contractors to establish teaming partners.



We Want to Hear from You!

Tell us what you think about the latest issue of HHS Pulse. Let us know about current topics and emerging issues that are of interest to you. Please email us at: sbmail@hhs.gov

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Contracting Opportunities

OPDIV	Product/Service Description	Estimated Value:	Contact Person	Contact information	ESR*	Competition Type:	Procurement Category:	NAICS:
CDC	DGMQ - Pandemic Influenza Preparedness Economic Impact Analysis support for the policy office in regulation revisions and rule making.	3) \$1,000,001 to \$5,000,000	Stacy Howard	showard@cdc.gov (404)-718-1056	2nd Qtr FY2010	Full & Open	Business Services	561612
CDC	Terrorism Preparedness at U.S. Ports (Quarantine Expansion)- Contractual assistance to provide economic impact analysis support as part of the regulation/rule making process.	3) \$1,000,001 to \$5,000,000	Stacy Howard	showard@cdc.gov (404)-718-1056	2nd Qtr FY2010	Full & Open	Business Services	541990
CDC	Assessment of Scientific Computing Support for Laboratory Science Contract to perform the analysis on current CDC scientific computing and where we need to go. We would hire an independent consulting firm to do a comparative analysis of CDC's scientific computing infrastructure to other institutions both public and private, as well as outreach to learn industry best practices in this specific area.	1) \$100,000 to \$500,000	Elizabeth Neuhaus	ebn9@cdc.gov (404)-639-3368	2nd Qtr FY2010	Full & Open	Business Services	541990
CDC	High Performance Compute (HPC) Cluster Upgrade for Parallel Bioinformatics	1) \$100,000 to \$500,000	Elizabeth Neuhaus	ebn9@cdc.gov (404)-639-3368	2nd Qtr FY2010	Full & Open	IT Hardware & Software	541512
CDC	DGMQ - Pandemic Influenza Preparedness - Provide funding to CCID Office of Informatics for IT services.	5) \$10,000,001 and above	J Todd Mercer	jmercer@cdc.gov (404)-639-4489	2nd Qtr FY2010	Full & Open	IT Services	541512
CDC	Support For Genomic Sequencing Infrastructure and Operations - HPC computer cluster grid.	1) \$100,000 to \$500,000	Elizabeth Neuhaus	ebn9@cdc.gov (404)-639-3368†	2nd Qtr FY2010	Full & Open	IT Services	541512
CDC	Terrorism Preparedness at U.S. Ports (Quarantine Expansion) - Provide CAN to CCID Office of Informatics for Services.	5) \$10,000,001 and above	J Todd Mercer	jmercer@cdc.gov (404)-639-4489	2nd Qtr FY2010	TBD	IT Services	541512
CDC	Terrorism Preparedness at U.S. Ports (Quarantine Expansion) - Funds provided to ITSO per SLA.	1) \$100,000 to \$500,000	J Todd Mercer	jmercer@cdc.gov (404)-639-4489	2nd Qtr FY2010	TBD	IT Services	541512
CDC	Tobacco Prevention Surveillance and Evaluation (Ref P7-187-0) - 2009 Evaluation Meeting Conference Support - through BPA Conference Contract.	1) \$100,000 to \$500,000	Sheila Porter	sporter@cdc.gov (404)-498-6042	2nd Qtr FY2010	Full & Open	Logistical/ Meeting Conference Events	541614
CDC	To support HAN and the next influenza pandemic requirement and collaboration from multiple partners at the state, local and federal level. The position will require the individual to be on call and work supporting 24X7 operations when CDC EOC JIC is activated for H1N1 or any other a public health emergency.	1) \$100,000 to \$500,000	David Clark	dclark1@cdc.gov (404)-498-2323	2nd Qtr FY2010	TBD	Technical Assistance	

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OPDIV	Product/Service Description	Estimated Value:	Contact Person	Contact information	ESR*	Competition Type:	Procurement Category:	NAICS:
CMS	PEPPER/CBR PEPPER will support of the agency's efforts to reduce Medicare fee-for-service (FFS) improper payments. The contractor shall provide First-look Analysis Tool for Hospital Outlier Monitoring (FATHOM) and Programs to Evaluate Payment Patterns Electronic Report (PEPPER) to CMS, fiscal intermediaries (FIs), Medicare Administrative Contractors (MACs), other CMS contractors/entities, and inpatient acute short-term and long-term care hospitals/providers.	1) \$100,000 to \$500,000	Sharon Jackson-Hall	sbforecast@cms.hhs.gov (410)-786-9280	2nd Qtr FY2010	8(a) Competitive	Architecture & Engineering	541618
FDA	Expansion of FDA commuter shuttle.	3) \$1,000,001 to \$5,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	8(a) Competitive	Business Services	
FDA	Expand the implementation of "WebVDME Health" to additional electronic medical records databases to speed the analyses of such records and document replication of safety signals across several e-records databases.	2) \$500,001 to \$1,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Expand the implementation of the Multivariate Bayesian Logistic Regression (MBLR) method being used with Clinical Trial data to electronic medical records databases to speed the identification of subpopulations at risk.	2) \$500,001 to \$1,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Expand the Implementation of the Multivariate Bayesian Logistic Regression (MBLR) method being used with Clinical Trial data to the AERS database to improve the signal to noise ratio while correcting for multiplicity and small counts, a widespread problem in current statistical practices.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Incorporate data from multiple domains in the Multivariate Bayesian Logistic Regression (MBLR) method to enhance the scope of the analysis, and speed the analyses of data in multiple domains. Expand technical support for WebSDM CTSD enhancements, and for training. Incorporate data from multiple domains in the Multivariate Bayesian Logistic Regression (MBLR) method to enhance the scope of the analysis, and speed the analyses of data in multiple domains. Expand technical support for WebSDM CTSD enhancements, and for training.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Enhancement AERS/FAERS/Empirica: Development of an Integrated Environment Linking Safety Data Mining Signals to Safety Context Information, including Clinical Pharmacology context data, and Chemical Structure Function data.	3) \$1,000,001 to \$5,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	

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OPDIV	Product/Service Description	Estimated Value:	Contact Person	Contact information	ESR*	Competition Type:	Procurement Category:	NAICS:
FDA	Destruction of privileged and sensitive materials.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Professional Services for Communication, Education and Radiation Programs pertaining to the evaluation and risk of the physical Parameters Assoc. with Medical Devices, Electronic Products, Mammography; national and international.	2) \$500,001 to \$1,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Develop a network of US veterinary diagnostic laboratories to provide quick identification of animal injuries associated with contaminated animal feed and establish protocols for reporting to FDA.	3) \$1,000,001 to \$5,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Develop a network for surveillance sampling of animal feeds and feed ingredients and create an electronic capability to share data between states and FDA.	3) \$1,000,001 to \$5,000,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Conduct a case control study of an identified contaminant in animal feed.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Perform outbreak investigations.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Conduct a pandemic influenza exercise to test the new FDA Emergency Operations Plan and Pandemic Influenza Annex.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Update the FDA Emergency Operations Plan and Pandemic Influenza Annex to Reflect response outcomes for the current H1N1 outbreak and roles and responsibilities for an influenza pandemic.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Equipment HHS Identity.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Project management HHS Identity.	1) \$100,000 to \$500,000	Patricia Pemberton	patricia.pemberton@fda.hhs.gov (301)-827-1022	2nd Qtr FY2010	TBD	Business Services	
FDA	Design and modification of electrical, IT and AV to convert training room to computer training room at White Oak.	1) \$100,000 to \$500,000	Gina Jackson	gina.jackson@fda.hhs.gov (301)-827-1982	2nd Qtr FY2010	8(a) Competitive	Construction	
FDA	High density filing system for bldgs 31 & 32.	3) \$1,000,001 to \$5,000,000	Gina Jackson	gina.jackson@fda.hhs.gov (301)-827-1982	2nd Qtr FY2010	8(a) Competitive	Construction	
FDA	Replace existing roof with new roof.	1) \$100,000 to \$500,000	Gina Jackson	gina.jackson@fda.hhs.gov (301)-827-1982	2nd Qtr FY2010	TBD	Construction	
FDA	Acquire state data to utilize in the population of the AFSS Model.	1) \$100,000 to \$500,000	Lisa O'Neill	lisa.o'neill@fda.hhs.gov (301)-827-7184	2nd Qtr FY2010	TBD	Research & Development	
IHS	Cardiac Monitoring System.	1) \$100,000 to \$500,000	Tim Hoof	timothy.hoof@ihs.gov (406)-338-4873	2nd Qtr FY2010	GSA	Equipment	334510

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IHS	CT Scanner.	1) \$100,000 to \$500,000	Tim Hoof	timothy.hoof@ihs.gov (406)-338-4873	2nd Qtr FY2010	8(a) Competitive	Equipment	334517
IHS	Dental Operatory & X-Ray Units.	1) \$100,000 to \$500,000	Dana Matejovsky	dana.matejovsky@ihs.gov (406)-768-3491	2nd Qtr FY2010	TBD	Equipment	339114
NIH	NTP Statistical and Computer Support.	3) \$1,000,001 to \$5,000,000	Don Gula	gula@niehs.nih.gov (919)-541-0423	2nd Qtr FY2010	GSA	Business Services	541513
NIH	Acquisitions of special bioethics material, non-journal material in publicly searchable and free database, development and maintenance of website for general public access.	3) \$1,000,001 to \$5,000,000	Alex Navas	anavas@mail.nlm.nih.gov (301)-496-6546	2nd Qtr FY2010	TBD	IT Services	541990
NIH	Mold Production.	4) \$5,000,001 to \$10,000,000	Jennifer Smith	smithj3@niehs.nih.gov (919)-541-0424	2nd Qtr FY2010	Full & Open	Research & Development	541712
NIH	Clinical Proteomics Program: contracts will validate, on a systematic, comprehensive, large-scale, existing and new candidate protein markers that are appropriate for routine use in the diagnosis and management of heart, lung, blood, and sleep diseases and disorders.	5) \$10,000,001 and above	Joanne Deshler	cvidcontracts@mail.nih.gov (301)-435-0340	2nd Qtr FY2010	TBD	Research & Development	541712
PSC	National Health Information Network - Connect Support Services.	4) \$5,000,001 to \$10,000,000	Valerie Pickett	valerie.pickett@psc.hhs.gov (301)-443-2475	2nd Qtr FY2010	Full & Open	Architecture & Engineering	541990
PSC	Litigation Support Services.	3) \$1,000,001 to \$5,000,000	Rosanna Browning	rosanna.browning@psc.hhs.gov (301)-443-2475	2nd Qtr FY2010	TBD	Business Services	541110
PSC	Scientific and Engineering Support Services for the Business Technology Services Division of the US Federal Occupational Health Services.	3) \$1,000,001 to \$5,000,000	Jacqueline Jones	jackie.jones@psc.hhs.gov (301)-443-2475	2nd Qtr FY2010	Full & Open	Technical Assistance	541330
PSC	Administrative Contract Closeout Services.	3) \$1,000,001 to \$5,000,000	Jacqueline Jones	jackie.jones@psc.hhs.gov (301)-443-2475	2nd Qtr FY2010	Small Business Set-Aside	Technical Assistance	541990
PSC	Support for the DHHS Office of the Coordinator to Determine Meaningful Use Guidelines.	3) \$1,000,001 to \$5,000,000	Valerie Pickett	valerie.pickett@psc.hhs.gov (301)-443-2475	2nd Qtr FY2010	8(a) Competitive	Technical Assistance	541990
PSC	Data Collection and Analysis, Training and Support Services for the Office of Head Start.	4) \$5,000,001 to \$10,000,000	Janet Miller	janet.miller@psc.hhs.gov (301)-443-2475	2nd Qtr FY2010	TBD	Technical Assistance	541990

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